



ASX: SKF

27 November 2015

CHAIRMAN'S STATEMENT – 2015 ANNUAL GENERAL MEETING

Ladies and Gentlemen

On behalf of the Board it gives me great pleasure to welcome you to the 2015 Annual General Meeting of Skyfii.

Our Company has been listed on ASX for a little over a year now and we have achieved an enormous amount in that time. Shortly, our Managing Director and CEO, Wayne Arthur, will give you a more detailed update on the business. I don't want to steal Wayne's thunder, however the major achievements through the year have included:

- The successful ASX listing of Skyfii in late 2014 and capital raisings over the year totalling over \$10 million.
- Rapid penetration; contracted and advanced stage pipeline representing over 15% of the Australian retail mall market, providing our unique data services to names of the likes of Federation Centres, GPT Property Group, Iguatemi, the Merivale group and other premier property groups.
- Over 90% conversion rate of pilot trials to customers.
- A strengthening first mover position, with strong growth domestically and traction in South East Asia, South America, Africa and the UK.

We stand today with a sales pipeline from current customers and advanced stage sales pipeline in excess of \$40 million, over the term of the contracts, assuming five-year terms. Business growth potential is excellent and we will be taking the lessons we have learnt and applying them as we extend into the UK and North American markets.

Finally, before I hand over to Wayne I would like to thank the Board for its determination and hard work during the year, and the persistence and enthusiasm of our management team. I would also like to place on record the loyalty, patience and support of our shareholders; the Board thanks you for that.

Next year will be an exciting year for Skyfii. I look forward to sharing it with you.

Gary Flowers
Chairman